

Managing Director – Assets & Innovation



Confidential Position Specification
August 2025

Table of Contents

The Organization	3
The Opportunity	4
The Candidate	5

The Organization

GroundBreak Coalition is a multi-sector collaborative committed to closing racial wealth gaps and unlocking capital for equitable economic development that benefits everyone in the Minneapolis–St. Paul region. With an initial focus on building Black wealth, GroundBreak mobilizes, aggregates, and deploys financial resources through guarantees, low-cost loans, and grants to support transformative financial systems change.

Launched in 2022, GroundBreak brings together over 40 corporate, civic, and philanthropic partners to reimagine how capital flows to historically excluded communities. Its mission is to build a racially equitable, inclusive, and climate-resilient economy by:

- Mobilizing **\$5.4 billion over 10 years** through flexible capital strategies.
- Unlocking private-market investment at a **3:1 leverage ratio**.
- Partnering with nonprofits, CDFIs, and financial institutions to deploy resources.
- Centering community voices in design and implementation.

GroundBreak is building a new financial system—one that works for everyone.

The Opportunity

GroundBreak seeks a visionary and innovative leader to serve as its **Managing Director – Assets & Innovation**, reporting directly to the Chief Executive Officer. This executive will play a pivotal role in shaping the region's financial future by stewarding asset management and capital deployment strategies that drive systemic change.

This is a rare opportunity to lead **systems-level financial innovation** at scale. **The Managing Director – Assets & Innovation** will oversee the deployment of millions in capital across three professionally managed pools and build the infrastructure for sustainable, equitable economic development that can serve as a national model.

Key Responsibilities:

- **Capital Strategy & Deployment:** Design and implement aggregation and deployment strategies to maximize impact and sustainability.
- **Fund Management Oversight:** Engage with professional fund managers to ensure alignment with coalition goals.
- **Financial Systems Committee Stewardship:** Serve as the primary liaison, providing insights and data to support fiduciary oversight.
- **Financial Institution Engagement:** Cultivate relationships with financial institutions to align market-rate investments with GroundBreak's concessionary capital.
- **System Connectivity:** Facilitate integration between origination partners, investors, and financial institutions to ensure equitable access to capital.
- **Origination Partner Selection & Support:** Lead participatory processes for partner selection and capacity-building.
- **Risk & Compliance Management:** Ensure adherence to regulatory standards and risk mitigation strategies.
- **Impact Measurement & Reporting:** Actively contribute to monitoring and evaluation systems to assess investment effectiveness and communicate results.
- **Investor Relations:** Support capital mobilization by engaging philanthropic, corporate, government, and financial sector investors.

The Candidate

- GroundBreak is seeking a **seasoned financial strategist** with a deep commitment to equity and systems change. The ideal candidate will bring a blend of technical expertise, strategic vision, and collaborative leadership to steward capital in service of transformative regional impact.
- **Ideal Backgrounds Include:**
 - Impact investment fund managers with experience in blended finance or CDFIs.
 - Investment banking VPs/Directors with structured finance or social impact bond experience.
 - Private equity or venture capital partners with ESG or impact investing portfolios.
 - Chief Investment Officers from mission-driven institutions with alternative investment experience.
 - Commercial banking leaders with community development lending or public-private partnership expertise.
 - Federal Reserve or Treasury officials with community development policy or financial regulation experience.
- **Qualifications:**
 - **15+ years** of experience in investment management, impact investing, or financial strategy.
 - Expertise in **capital structuring**, fund oversight, and stakeholder engagement.
 - Strong leadership and systems-building capabilities.
 - Knowledge of **economic development**, social impact finance, and community investment models.
 - Advanced degree in Finance, Economics, Business Administration, or related field preferred but not required.
- **Compensation & Benefits**
 - **Compensation:** \$200,000 annual salary
 - **Benefits:** Comprehensive package including healthcare stipends, retirement plans, and generous paid time off.

Interested applicants should contact:

Jim Sosnicky

Executive Recruiter

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